

Chairman's Newsletter

Number 34. April, 1987.

CALIFORNIA BOUND.

By the time this Newsletter reaches you, it most likely will be May 1 or thereabouts, and many of us already will be at Disneyland Hotel in Anaheim to attend our 1987 convention. Jan Macho, our convention chairman, and his committee have been busy, busy, busy planning a weekend of interesting and, in some cases, novel activities, and according to all reports coming our way, the turnout for this year's conclave will be a record-breaker. For those who can't be with us, I'll follow my usual practice and give you a full report of the goings-on in the July Newsletter.

AND SPEAKING OF RECORD-BREAKING...

1987 marks the year in which membership for the North American Chapter stands at an all-time high. Our current member count is 218, which is at least 10 more than we've had in any previous year, and there seems to be no letup (a most happy condition from our point of view). The 218 figure breaks down to 208 U.S. and 10 Canada, and if you'd like to see who's in your own backyard, simply refer to the geographic breakdown that starts the 1987 membership directory enclosed herewith. But hold on, because...

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GOOD THINGS COME IN PAIRS...

... and the ISASC directory is no exception. Also enclosed is the 1987 edition of the European Chapter membership roster, listing our overseas brethren. Taken together, our membership exceeds 300, also a high point by past international standards.

DOLLARS AND SENSE REPORT.

We're pleased to report that Gary Batz has provided a professional touch to our financial affairs that we've not had in the past, and which should give all of us a great sense of satisfaction (and relief). Albeit his first year, Gary has fully assumed the treasurer's function, and the results of his efforts are capsulized in the 1986 financial statement prepared by him and included with this Newsletter.

While the statement is fully explanatory, an editorial comment is appropriate to explain the past year's operating deficit of \$4,430, particularly since a deficit of this size is a first-time occurrence and one we don't plan to incur during this or future years. The amount in question -- \$4,430 -- can readily be traced to two specific expenditures. The first is the printing expense of \$8,230 for Equilibrium, an inordinately high amount when compared to the EQM printing cost in an ordinary year of \$5,000. The excess of \$3,230 is attributable to the special 10th Anniversary full-color issue, and while the expense was approved by ISASC officers and the end result most gratifying, we don't anticipate a similar expense in the immediate years ahead.

The second unanticipated expense this past year arose in connection with our May convention in Washington, D.C. As the statement shows, the cost of the convention was \$2,480, and the explanation is simply that the income, mainly registration fees, was inadequate to cover expenses. Needless to say, this shortfall was inadvertent, and this year and in the future, more care will be taken to make sure our conventions are self-supporting, if not nominally profitable.

Taking the foregoing into account, it is evident that were it not for the excess EQM and convention costs totalling \$5,710, our operating deficit would have turned into a modest operating profit. And that, I'm sure everyone will agree, should be our annual fiscal goal. Which brings me to our next subject.

FUTURE FISCAL STABILITY.

Today, as our 1986 statement reflects, ISASC hardly can be looked on as being in the financial doldrums, but as Gary Batz points out, any organization such as ours should be aware of the inevitability of rising costs and should take whatever measures are necessary to maintain its financial well-being. This responsibility is what you have every right to expect of your leadership, and to that end a September directors' meeting is being planned, with the subject of ISASC's fiscal modus operandi high on the agenda. Any actions decided on at that meeting will be described in detail in the October Newsletter and, whatever their nature, will take effect no earlier than 1988.

SCALE BONANZA.

Member Irving Olson of Akron, Ohio, advises us that his exceptional collection of scales and weights is for sale. Irving's collection, as you may know, includes scales, weights and reference library originally owned by the famed Dr. Bruno Kisch. Rather than attempt to describe the collection in these pages, enclosed is a description in some detail that Irving has provided, along with the necessary information on how to contact him should you be interested.

MISCELLANY.

*A few weeks ago, new member Phillip Pratt of Burlington, Canada, sent us a check for \$396 along with an order for everything in our library, including all back issues of EQM,

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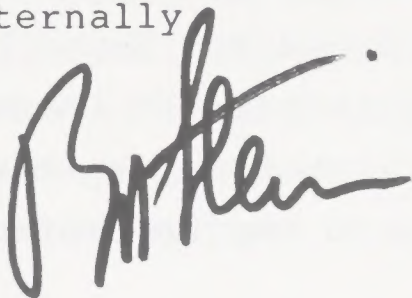
three binders to contain them, and the Index to guide him through them. This gives Phillip the clear and undisputed claim to the single biggest member purchase of library offerings (and, if our recollection serves us correctly, an edge of approximately \$100). Now there's a mark that for the moment one may match but hardly beat!

*This year, as in the past, member Peter DiCristofaro sent us a contribution in addition to his dues, but this year, unlike the past, he impressively outdid his usual generous self, sending us the munificent sum of \$250! Our deep thanks, Peter.

*Another generous action, for the second year in a row, came from member John Cattle Sr. of Seward, Nebraska, who sent in his convention registration fee along with an extra \$100 to help defray our convention costs. Our thanks to you also, John.

That's all the news for now. We're off shortly to convene in California, to greet old friends, and to meet new ones. We hope you're among them.

Fraternally

A handwritten signature in dark ink, appearing to read "Phillip", with a stylized, flowing script.